

Alternative Technology to Distribute and Offer Support for Oracle® VM

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Alternative Technology and Oracle extend distribution agreement to include Oracle VM server virtualization software and support

Oracle OpenWorld 2008, San Francisco, CA. Sept. 24, 2008 Alternative Technology, Inc., an Arrow Electronics, Inc. company and leading specialty distributor of thin-client/server-based computing, edge infrastructure, virtualization, storage and security solutions, today announced that they will distribute Oracle® VM software and sell Oracle VM server virtualization support for both Oracle and non-Oracle applications. Alternative Technology will leverage its North American channel, education and technical resources to expand the reach of Oracle's world-class server virtualization software and support offering.

Oracle VM software is available to download for free and consists of open source server software and an integrated Web browser-based management console. Oracle VM provides an easy-to-use graphical interface for creating and managing virtual server pools, running on x86 and x86-64-based systems across an enterprise. Users can create and manage virtual machines that exist on the same physical server but behave like independent physical servers. Each virtual machine created with Oracle VM has its own virtual CPUs, network interfaces, storage and operating system. With Oracle VM, users have an easy-to-use browser-based tool for creating, cloning, sharing, configuring, booting and migrating virtual machines.

Backed by Alternative Technology and Oracle's world-class support organization, solution providers now have a single point of support for their customers' entire virtualization environments including the Linux operating system, Oracle Database, Oracle Fusion Middleware and Oracle Application software. Customers who want to deploy Oracle products in a faster, lower cost server virtual environment can now use Oracle VM and subscribe to Oracle VM support.

"Organizations that run Oracle, as well as non-Oracle applications, are looking to achieve the cost-saving benefits of virtualization," said Tom Zorn, executive vice president, Alternative Technology. "With Oracle VM and support now available from Alternative Technology, solutions providers can help them achieve those benefits."

"Oracle is pleased that Alternative Technology is distributing Oracle VM software and making enterprise-class server virtualization support available to their North American channel partner community," said Monica Kumar, senior director, OpenSource technology marketing at Oracle. "Our channel partners and end users can now benefit from server consolidation that enables risk-free high efficiency and low cost of operations."

Oracle PartnerNetwork is a global business network of more than 20,000 companies who deliver innovative software solutions based on Oracle software. Through access to Oracle's premier products, education, technical services, marketing and sales support, the Oracle PartnerNetwork program provides partners with the resources they need to be successful in today's global economy. Oracle partners are able to offer their customers leading-edge solutions backed by Oracle's position as the world's largest enterprise software company. Partners who are able to demonstrate superior product knowledge, technical expertise and a commitment to doing business with Oracle qualify for the Certified Partner levels.

oraclepartnernetwork.oracle.com

Oracle Support - Oracle's breadth and depth of technical expertise, advanced support technologies, and global reach includes 7,000 support staff in 17 global support centers, providing help to our customers in 27 languages, in any time zone. Oracle was awarded the J.D. Power and Associates Global Technology Service and Support Certification for "an outstanding customer service experience" has also won several Software Technical Assistance Recognition (STAR) Awards for superior customer service from the Service & Support Professionals Association (SSPA).

Channel partners can learn more about the advantages of Oracle VM, as well as obtain pricing, white papers, software downloads and technical assistance by going to www.alttech.com or calling 800.544.7674 (USA), or 866.240.9991 (Canada).

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Alternative Technology is a leading specialty distributor for value-added resellers who need products and services targeted at thin-client/server-based computing, edge infrastructure, virtualization, security, and wireless markets. Driving the widespread adoption of leading-edge technologies by bridging the gaps between products and services to solve critical business problems, Alternative Technology identifies business issues that are key to its markets and offers multivendor solutions that drive demand back through its reseller partners. Alternative Technology, headquartered in Englewood, Colo., has offices in Ft. Lauderdale, Fla., Carlsbad, Calif., and Mississauga, Canada. Alternative Technology is a wholly owned subsidiary of Arrow Enterprise Computing Solutions, which is a business segment of Arrow Electronics, Inc. (NYSE: ARW). For more information, go to: www.AltTech.com, e-mail: sales@AltTech.com or call toll-free: 800.544.7674 (USA), or 866.240.9991 (Canada).

For Alternative Technology
Mark Rieger
ProAmericas Marketing & Public Relations
markr@proamericas.com
303-520-4524

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